R J Reynolds
Tobacco Company

L. T. Wolfe #1240
Account Manager
400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-4774 Fax 908-417-9076
Voice Mail 800-757-8255, Ext.48795

8/20/96

To: Sales Reps with accounts supplied by Resnick Dist. #217281

Re: "Stockton", Resnick's Forsyth Brand

Ladies and Gentlemen:

Your help is requested in increasing distribution and sales of "Stockton", in accounts who use Resnick Dist. (Aka: Plainfield Tobacco) as their primary supplier.

Attached is a list of accounts supplied by Plainfield Tobacco and a prebook form to be used to write orders, The prebook form lists the brand styles available, pricing, and displays available for order directly from Plainfield Tobacco.

During normal coverage please contact each account on the attached list to sell a "Stockton" display. Prebook orders may be mailed or faxed directly to Resnick Dist. Their fax # is 908-756-7705 and address is 3605 Park Ave., South Plainfield, N.J. 07080.

Please return the list to me with results for each of your accounts by Sept. 30th.

Your help is greatly appreciated!

Sincerely,

Lanny

Sales		Retail	
1221	4,7,8,12	1222	
1222		1223	
1223		1226	
1224		1229	
1225		ROM	
1226	2,3,4,6,7	PC	SC
1229		MC	PA
1240			
1244		RSM	RBM

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Source: https://www.industrydocuments.ucsf.edu/docs/fkmn0000

DATAGRAB

SR TERR	ACCT	FULL NAME	ADDR1	CITY	PRI WHLSR	SIS IND VOLUME	AIM IND VOLUME	Sold Stockton	Refused Stockton	Already has Stockton
122104	216784	THRIFT DRUG	73 83 WILSON AVENUE	NEWARK	217281	255	235			
122107	545730	MIRA SOL	32 DAVIS AVE	KEARNY	217281	76	64			
122108	399927	H&S CORNER	7300 BROADWAY	NORTH BERGEN	217281	80	38			
122112	272923	D. E. S. TOBACCO	BERGEN MALL	PARAMUS	217281	200	39			
122602	438064	CRANFORD NEWS & FOOD	103 MILN ST	CRANFORD	217281	125	105			
122602	370532	TOFTUR INC T/A AMOCO	1842 E SAINT GEORGES AVE	LINDEN	217281	128	131			
122602	717864	QUICK BUY	370 SAINT GEORGESAVE	RAHWAY	217281	170	0			
122602	692207	RAHWAY MOBIL	1948 ROUTE 1	RAHWAY	217281	110	0			
122602	693369	SPRING STREET CITGO	608 622 SPRING STREET	ELIZABETH	217281	300	161			
122602	717396	TRANSIT NEWS CORP	11 W GRAND ST	ELIZABETH	217281	75	0			
122603	194342	QUICK STOP CONFECT.	1300 BURNET AVE	UNION	217281	100	101			
122603	558261	SUNSET EXXON #32573	2573 RT. 22 WEST	UNION	217281	123	113			
122603	506018	TOBACCO KING #2	143 GROVE ST	BLOOMFIELD	217281	150	117			
122604	431225	SIX ELEVEN FOOD MART	722 VAN HOUTEN AVE	CLIFTON	217281	255	115			
122606	772751	DELI FACTORY	242 LONG AVE	HILLSIDE	217281	85	86			
122606	577264	MIC MAC DELI	45 E MILTON AVE	RAHWAY	217281	95	48			
122606	482166	BAYAMO LIQUORS	594 PENNSYLVANIA AVE	ELIZABETH	217281	83	73			
122607	679335	JALA CORPORATION	288 GLENWOOD AVE	BLOOMFIELD	217281	110	130			
122607	401552	BORO DRUG	490 BOULEVARD	KENILWORTH	217281	76	83			
122607	045641	BOYDEN PANTRY	419 BOYDEN AVE	MAPLEWOOD	217281	76	57			
122602	401671	HILLSIDE CUT RATE	1401 MAPLE AVE	HILLSIDE	217281	100	49			
133001	594691	QUIK FOOD	1075 SUSSEX TPKE	RANDOLPH	217281	119	140			
133001	479613	SUNNYSIDE DELI	ROUTE 22	LEBANON	217281	148	149			
133001	772451	BUSY BEE CONV STORE	RT 173 & STROTZ RD	PATTENBURG	217281	125	0			
133001	421329	OLD FASHIONED MEAT	RT. 24	LONG VALLEY	217281	107	138			
133001	365228	RED HORSE MOBIL	RT 31 & PAYNE RD	LEBANON	217281	293	349			
133002	482054	ASO FOOD STORE #390	807 DEAL RD	OCEAN	217281	300	73			
133002	687033	EAST NORTH FOOD CORP	36 MAIN ST	KEANSBURG	217281	110	181			
133002	641456	GVRHJ INC.	224 MAIN ST	KEANSBURG	217281	250	300			
133002	705929	KEANSBURG NEWS& FOOD	319 MAIN ST	KEANSBURG	217281	100	57			
133002	071987	GETTY 561450	3639 RT. 9 NORTH	FREEHOLD	217281	135	133			
133002	280207	7 11 #11040	54 LEONARDVILLE RD	BELFORD	217281	475	528			
133002	425869	C P WHOLESALE	2140 2 RT 88 WEST	BRICK	217281	854	488			
133002	714752	ASBURY TIGER MART	2000 RT 66 E	NEPTUNE	217281	75	0			
133002	700499	NIMA CORP.	8 S MAIN ST	MARLBORO	217281	100	0			
133002	425963	QUICK STOP MARKET	156 LONG BRANCH AVE	LONG BRANCH	217281	76	48			
133003	401752	CORNER DELI	422 SOMERSET ST	NORTH PLAINFIEL	217281	115	113			
133003	401725	BEN FRANKLIN LIQUOR	332 E FRONT ST	PLAINFIELD	217281	76	79			
133003	532519	EVERYBODY'S FOOD MKT	306 E FRONT ST	PLAINFIELD	217281	76	32			
133003	639693	PLAINFIELD SUPER I	401 W FRONT ST	PLAINFIELD	217281	103	114			
133003	030267	CLINTON LIQUORS	64 WATCHUNG AVE	NORTH PLAINFIEL	217281	80	88			
133003	771959	SHOPRITE LIQUORS 759	VALLEY RD	STIRLING	217281	82	90			
133003	409756	SPEEDY MART	1279 VALLEY RD	STIRLING	217281	130	149			
133003	401293	FAIRMOUNT COUNTRY ST	765 FAIRMOUNT AVE	CHATHAM	217281	76	49			
133003	604275	A&D FOOD STORE	108 HAMILTON ST	BOUND BROOK	217281	173	173			
133003	471602	MOUNTAIN NEWS & FOOD	61 MOUNTAIN BLVD	WARREN	217281	150	100			
133004	709427	APCO PETROLEUM INC	PO BOX 31	WINDSOR	217281	125	0			
133004	402318	COUNTRY CORNER L&D	590 AMWELL RD	NESHANIC STA	217281	100	101			
133004	771637	ANNS MINI MART	1010 US HIGHWAY 202 S	BRANCHBURG	217281	76	76			
133004	057591	BELLE MEADE MOBIL	862 RT. 206 & MOUNTAINVIEW RD.	BELLE MEAD	217281	186	192			

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SR TERR	ACCT	FULL NAME	ADDR1	CITY	PRI WHLSR	SIS IND VOLUME	AIM IND VOLUME	Sold Stockton	Refused Stockton	Already has Stockton
133004	663518	SPEEDY MART CO	55 STATE RD, RT 206	PRINCETON	217281	350	161			
133004	589729	SAFEWAY MOBIL	2040 RT 130 N	SOUTH BRUNSWICK	217281	126	126			
133004	312607	FRENCHTOWN MOBIL	22 RACE ST	FRENCHTOWN	217281	95	0			
133004	228391	FRANKLIN CONVENIENCE	119 FRANKLIN ST	HIGHTSTOWN	217281	342	0			
133004	570592	EAST WINDSOR MOBIL	670 ROUTE 33 E	EAST WINDSOR	217281	170	174			
133004	279741	7 11 #10983	25 TWIN RIVERS DR	HIGHTSTOWN	217281	250	0			
133004	705896	TWIN RIVERS DELI	969 TWIN RIVERS DR N	EAST WINDSOR	217281	76	0			
133004	615661	HEDYS LIQUORS	MERCER STREET	HIGHTSTOWN	217281	100	61			
133004	279850	LAWRENCEVILLE DELI	5 LAWR PENN ROAD	LAWRENCEVILLE	217281	133	154			
133004	752360	LAWRENCEVILLE SHELL	2951 BRUNSWICK PIKE	LAWRENCEVILLE	217281	263	194			
133004	593581	E&M CONVENIENCE	1 W SOMERSET ST	RARITAN	217281	110	63			
133004	677931	SPEEDY MART	1097 PARKWAY AVE	TRENTON	217281	100	116			
133004	050965	HIGH SPIRITS LIQUORS	1498 PROSPECT ST.	TRENTON	217281	160	13			
133004	668493	HERMITAGE DELI	44 N HERMITAGE AVE	TRENTON	217281	115	44			
133004	707843	J&M DELI	638 LIBERTY ST	TRENTON	217281	100	73			
133004	397230	SUBURBAN WHOLESALE	49 WAGNER LN	NESHANIC STATIO	217281	300	0			
133004	721935	NESHANIC STATION GEN	419 OLIVE ST	NESHANIC STA	217281	80	0			
133005	401935	SUNDIAL DELI	814 AMBOY AVE	PERTH AMBOY	217281	126	170			
133005	693157	LISA FOOD CORP	535 AMBOY AVE	WOODBRIDGE	217281	105	105			
133005	553686	SUNRISE FOOD	154 MAPLE AVE	SOUTH PLAINFIEL	217281	76	46			
133005	486827	DAVID'S STATIONERY	104 SAMPTON AVE	SOUTH PLAINFIEL	217281	173	201			
133005	402858	CORNER DELI	1200 HAMILTON BLVD	SOUTH PLAINFIEL	217281	76	73			
133005	416733	MATTHEW'S MOBIL	4501 STELTON RD	SOUTH PLAINFIEL	217281	143	167			
133005	585973	WASHINGTON NEWS/FOOD	424 S WASHINGTON AVE	PISCATAWAY	217281	322	266			
133005	684766	WOODBRIDGE MOBIL	345 RT 1 SO. & GILL LN.	ISELIN	217281	75	71			
133005	401797	DIX SPIRIT SHOP	460 S WASHINGTON AVE	PISCATAWAY	217281	100	71			
133005	772631	EDISON QUICK SHOP	RT 27 & PARSONAGE RD	EDISON	217281	126	143			
133005	469039	ULTRA MART	3875 PARK AVE	EDISON	217281	101	126			
133005	467120	OAK CONVENIENCE	2090 OAK TREE RD	EDISON	217281	207	231			
133005	772507	DAMICOS	1005 AMBOY AVE	EDISON	217281	140	53			
133005	402072	7 11 #11452	2477 WOODBRIDGE AVE	EDISON	217281	238	266			
133005	667273	RAINBOW DELI	1 SCHUYLER DR	EDISON	217281	80	51			
133005	209410	QUICK BUY	1950 STATE ROUTE 27	EDISON	217281	203	84			
133005	577086	NASA DISTRIBUTORS	51 GLENDALE AVE	EDISON	217281	500	0			
133005	467121	AVENEL NEWS & FOOD	119 AVENEL ST	AVENEL	217281	145	159			
133005	684768	STOP N GO	88 W KELLY ST	METUCHEN	217281	129	183			
133005	402101	METUCHEN FOODS	283 CENTRAL AVE	METUCHEN	217281	100	91			
133005	658657	DELI DELIGHT	10 NEW ST	METUCHEN	217281	172	169			
133005	703754	KRAUSZER	498 INMAN AVE	COLONIA	217281	138	57			
133005	471327	NEW WAY SUPERMARKET	70 COOKE AVE	CARTERET	217281	102	37			
133006	726275	TEDS GAS CORP	2601 ROUTE 516	OLD BRIDGE	217281	200	0			
133006	616015	EXELTA CORP.	T/A GETTY MART	KEYPORT	217281	90	61			
133006	401845	7 11 #11023	3050 COUNTY ROAD 516	OLD BRIDGE	217281	235	270			
133006	663584	UNITED GAS	2601 ROUTE 516	OLD BRIDGE	217281	189	16			
133006	401846	MADISON VARIETY	RT 9 & THROCKMORTON	OLD BRIDGE	217281	257	273			
133006	396918	DEEP FOOD STORE	354 MAIN ST	SAYREVILLE	217281	100	116			
133006	631377	MINIT MART FOOD	491 MANALAPAN RD	SPOTSWOOD	217281	158	178			
133006	586956	JERSEY PRIDE	16 SNOWHILL ROAD	SPOTSWOOD	217281	226	253			
133006	651438	BROWN BAG	297 DE VOE AVE	SPOTSWOOD	217281	298	359			
133006	329425	COUNTRY STORE & DELI	2 IRON ORE RD	ENGLISHTOWN	217281	104	127			

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SR TERR	ACCT	FULL NAME	ADDR1	CITY	PRI WHLSR	SIS IND VOLUME	AIM IND VOLUME	Sold Stockton	Refused Stockton	Already has Stockton
133006	057349	AMOCO	OLD BRIDGE TPK	SOUTH RIVER	217281	110	162			
133006	564412	S & S CONVENIENCE	58 JACKSON ST	SOUTH RIVER	217281	102	55			
133006	659681	RUP BINI INC	148 WHITEHEAD AVE	SOUTH RIVER	217281	105	106			
133006	280040	7 11 #11020	23 LLOYD ROAD	MATAWAN	217281	200	0			
133006	649660	MAYA BUSINESS CORP	957 US HIGHWAY 9	SOUTH AMBOY	217281	83	99			
133006	401869	HOFFMAN PHARMACY	ROUTE 35	LAURENCE HARBOR	217281	201	196			
133007	698380	STOP N GO	637 E MAIN ST	BRIDGEWATER	217281	125	0			
133007	718538	SOMERSET GETTY	669 SOMERSET ST	SOMERSET	217281	80	0			
133007	674610	ANUSHIL CORP.	1705 RT. 27	SOMERSET	217281	78	23			
133007	312709	SOMERSET DELI &FOODS	1483 STATE ROUTE 27	SOMERSET	217281	205	205			
133007	593310	QUICK MART	921 HAMILTON ST	SOMERSET	217281	103	122			
133007	675993	SPIRIT WORLD	390 US HIGHWAY 206 S	SOMERVILLE	217281	75	0			
133007	504734	LOVE'S MOBIL	914 US HIGHWAY 22	SOMERVILLE	217281	140	146			
133007	771679	TEX'S LIQUORS	1157 US HIGHWAY 202	SOMERVILLE	217281	87	104			
133007	593305	SNAPPY FOOD MART	3201 STATE ROUTE 27	FRANKLIN PARK	217281	330	158			
133007	225679	SPEEDY MART	3029 STATE ROUTE 27	FRANKLIN PARK	217281	137	99			
133007	385688	STOP N GO	11 ALLSTON RD	KENDALL PARK	217281	242	124			
133007	693135	KINJAL INC	49 MAIN ST	EAST BRUNSWICK	217281	210	0			
133007	086005	PIT STOP EXPRESS	332 STATE ROUTE 18	EAST BRUNSWICK	217281	476	407			
133007	615608	ROBINS HESS	345 STATE ROUTE 18	EAST BRUNSWICK	217281	447	497			
133007	580181	RADHEY CORPORATION	152 S MAIN ST	MILLTOWN	217281	217	249			
133007	696140	STOP AND GO	289 S MAIN ST	MANVILLE	217281	162	48			
133007	657667	SUNNY FARMS	47 FINDERNE AVE	BRIDGEWATER	217281	108	60			
133007	402151	NANNIS GROCERY	93 WOODBRIDGE AVE	HIGHLAND PARK	217281	439	34			
133007	626148	PARK DELI	80 RARITAN AVE	HIGHLAND PARK	217281	149	65			
133007	517819	DOUGLAS FOOD MART	47 COMMERCIAL AVE	NEW BRUNSWICK	217281	80	68			
133007	612074	KING TUT	204 GEORGE ST	NEW BRUNSWICK	217281	153	175			
133007	687381	JAL TRADERS INC.	30 PATERSON ST	NEW BRUNSWICK	217281	90	90			
133007	644013	PRATIK INC	70 GUILDEN ST	NEW BRUNSWICK	217281	176	68			
133007	693150	ABHILASHA CORP	10 EASTON AVE	NEW BRUNSWICK	217281	80	0			
133007	305247	FAMILY DELITE	284 SOMERSET ST	NEW BRUNSWICK	217281	80	42			
133007	599761	BRUNSWICK GAS	217 FRENCH ST	NEW BRUNSWICK	217281	76	0			
133007	615724	B J DELI	280 SUYDAM ST	NEW BRUNSWICK	217281	103	63			
133007	771683	LIVINGSTON LIQUORS	18 ELIZABETH ST	NEW BRUNSWICK	217281	104	89			
133007	402267	MENTOS DELI	648 LIVINGSTON AVE	NEW BRUNSWICK	217281	80	0			
133007	652899	SUNNY CONVENIENCE	1509 FINNEGAN LN	N BRUNSWICK	217281	189	184			
133007	457724	ARYA CORP.	1886 US HIGHWAY 130	NORTH BRUNSWICK	217281	256	218			
133007	599786	RT.130 DELI	274 ROUTE 130	NORTH BRUNSWICK	217281	80	3			
133007	410563	EXXON 3 9795	2561 US HIGHWAY 1	NORTH BRUNSWICK	217281	140	28			
133008	680909	BUSY BEE CONVENIENCE	86 MILL ST	NEWTON	217281	110	189			
133008	693471	GENE'S III	87 N BEVERWYCK RD	LAKE HIAWATHA	217281	157	135			
133008	771391	DES TOBACCO CORP.077	134 TOWNSQUARE	ROCKAWAY	217281	100	59			
133401	279710	7 11 #10972	1993 ARENA DR	TRENTON	217281	302	306			
133401	279622	7 11 #10957	900 ARENA DR	TRENTON	217281	350	340			
133401	693877	SHELL FOOD	1543 ROUTE 38	MOUNT HOLLY	217281	80	0			
133401	282475	7 ELEVEN #10969	MILL & BRANCH STS	MOUNT HOLLY	217281	290	264			
133401	669086	7 ELEVEN 10917	2 MAIN & MAPLE AVE	MARLTON	217281	276	334			
133401	574124	7 ELEVEN #10930	21 STOKES RD	MEDFORD LAKES	217281	117	94			
133401	595791	CHERRY HILL FOOD STO	1503 ROUTE 70 E	CHERRY HILL	217281	169	150			
133402	705709	JERSEY FARMS	500 ROUTE 9	BAYVILLE	217281	75	40			

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DATAGRAB

SR TERR	ACCT	FULL NAME	ADDR1	CITY	PRI WHLSR	SIS IND VOLUME	AIM IND VOLUME	Sold	Refused	Already has
								Stockton	Stockton	Stockton
133402	854624	BAYVILLE SHELL	455 ROUTE 9	BAYVILLE	217281	250	218			
133402	496493	LAWS TOB.ENTERPRISES	401 ATLANTIC CITY BLVD	BEACHWOOD	217281	110	451			
133402	962797	COURTESY CARD & GIFT	1843 HOOPER AVE	TOMS RIVER	217281	410	0			
133402	697644	FOREST HILL FARMS CO	2102 2104 RT 70	LAKEHURST	217281	75	16			
133402	542325	JERSEY FARMS#14	2540 HOOPER AVE	OSBORNSVILLE	217281	270	0			
133402	341872	BAYWOOD PHARMACY	323 DRUM POINT RD	BRICK	217281	123	145			
133402	572395	JERSEY FARMS	1820 LANES MILL ROAD	BRICK TOWN	217281	280	247			
133402	703598	GRATEFUL BREAD &DELI	180 DRUM POINT RD	BRICK	217281	1800	0			
133402	280496	7 11 #11042	192 MAIN ST	MANASQUAN	217281	304	352			
133402	228296	7 11 #25398	801 OCEAN AVE	BELMAR	217281	206	272			
133402	280696	BABES CORNER STORE	131 SUMNER AVE	SEASIDE HEIGHTS	217281	89	97			
133403	480005	WILDWOOD SHELL	509 W RIO GRANDE AVE	WILDWOOD	217281	166	122			
133403	281682	CITY LIQUORS	640 N HIGH ST	MILLVILLE	217281	223	223			
133404	282078	D.E.S. TOBACCO #076	DEPTFORD MALL	DEPTFORD	217281	80	47			
133405	521834	DEFIGLIO IGA	BLVD & 24TH ST	SHIP BOTTOM	217281	115	85			
133405	280753	MAKAYS LIQUOR	ROUTE 9	WARETOWN	217281	80	0			
133405	615568	ART & KATHYS KITCHEN	P.O. BOX 73	JACKSON	217281	175	75			
133405	615995	MAWAHAWKIN SHELL	RT 72	MANAHAWKIN	217281	75	0			
133408	698255	THE LITTLE CONV STOR	259 FISH POND RD	SEWELL	217281	105	67			
133408	574127	SHELL FOOD MART	1409 LAUREL RD	LINDENWOLD	217281	160	151			
163601	770950	FIVE STAR	1926 UNION VALLEY RD	HEWITT	217281	255	191			

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To: 1210 - New York ROU (ALVICHA), 1310 - Philadelphia ROU (METZG), 1610 - Buffalo ROU (BRZEZIE)
From: Wolfe, Laney
Posted: 8/20/96 10:50
Opened: 8/20/96 10:50
Subject: "Stockton"- Resnick Dist.

To: ROUs

Please forward the attached request to the appropriate Sales Reps for their follow through.

Thanks

Lanny

CC: Kuruc, Nick, McHugh, Michael, Teeter, Gregory, Mitchell, Greg

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Source: https://www.industrydocuments.ucsf.edu/docs/fkmn0000

New

"Stockton"

prebook form

(Available exclusively at Resnick Dist.)

Date _____

Account_____**Acct.#**_____

Address_____

_____

Retailer Signature_____

Retailer Name (Print)_____

Sales Rep_____

_____**Ctns Full Flavor King**

_____**Ctns Full Flavor 100s**

_____**Ctns Light King**

_____**Ctns Light 100s**

_____**Ctns Ultra Light King**

_____**Ctns Ultra Light 100s**

_____**Ctns Light Menthol King**

_____**Ctns Light Menthol 100s**

_____**"Stockton" Pack Display (80 pack)**

_____**"Stockton" Pack/Carton Floor Display (90 carton)**

Price per carton - $11.40 ($2.39less than regular discounted brands!)

Price per 80 pack display - $91.20(1 carton of eack style)

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